



# ING Office Fund Extraordinary Unitholder Meeting

**2 April 2009**

**REAL ESTATE**



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*Times Square, 16-18 Mort Street, Belconnen ACT*

# Agenda

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- Purpose of meeting
- Market update
- Results and portfolio review
- Formal business - Resolution
- Questions
- Voting

# Purpose of meeting

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- In accordance with ASX Listing Rules, the resolution provides for the Fund to refresh its ability to issue up to 15% of the total issued units in any 12 month period via a placement
- In the current credit and capital constrained environment, this gives the Fund additional flexibility and capacity to effectively raise equity if necessary
- Today's resolution seeks to ratify the institutional placement which was part of the equity raising which took place in December 2008
- If approved, the Fund will have the flexibility to issue up to 15% of the total issued units over the next 12 month period via another placement
- **The Fund has no current plans nor is it currently contemplating to raise additional equity other than through the operation of the existing Distribution Reinvestment Plan**

# Market update

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- Performance of the A-REIT sector, including IOF, has been negatively impacted by significant levels of capital raisings and concerns over:
  - Falling asset values
  - High debt and gearing levels
  - Tight credit conditions and refinancing risks
  - Uncertainty over future distributions
- IOF's operating earnings remain resilient although office market fundamentals are showing signs of slowing
- IOF has a solid tenant base of Government and blue-chip tenants
- IOF's recent capital raising has strengthened the Fund's balance sheet:
  - Surplus liquidity and significant undrawn debt capacity

# Six month operational performance

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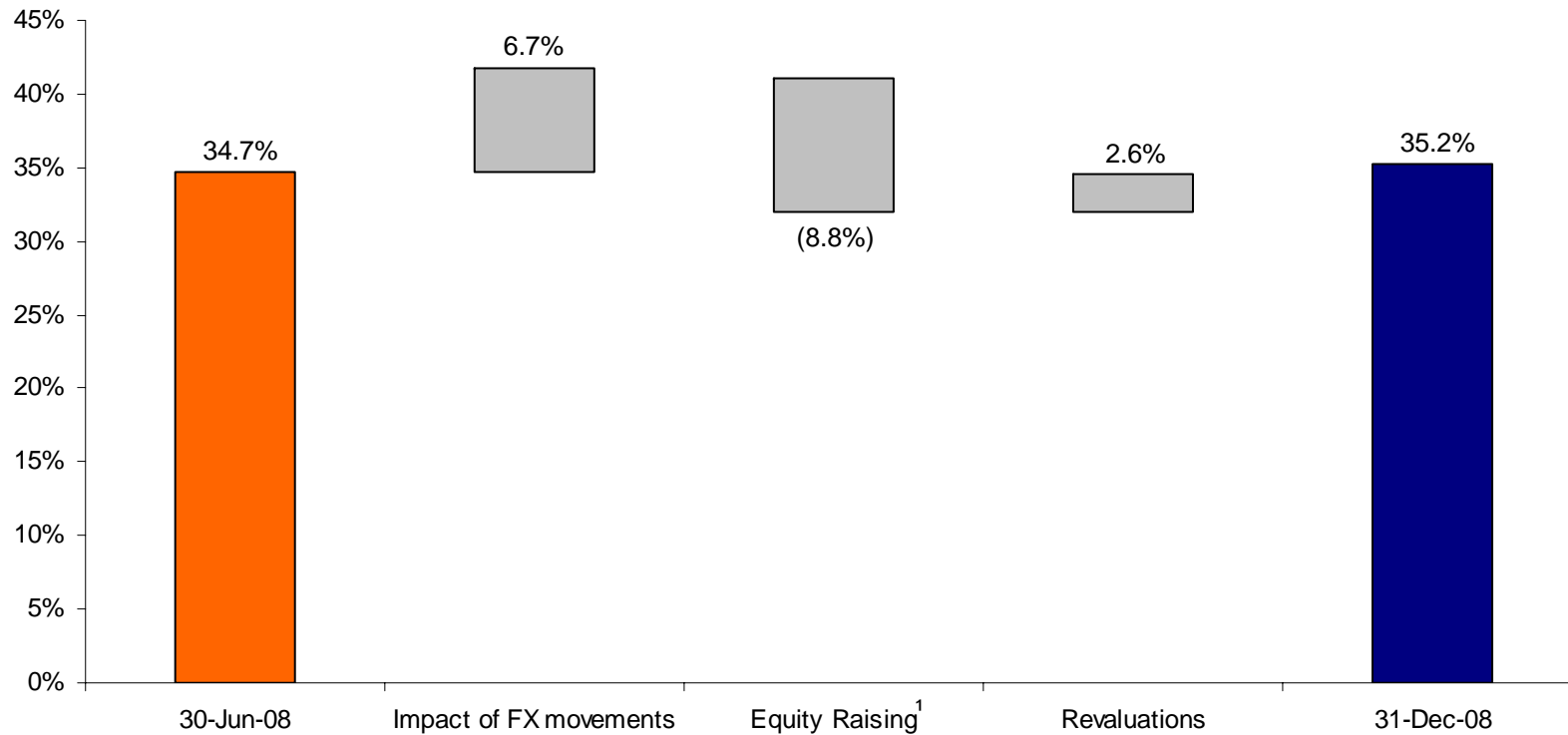
- Distributions of **5.4 cents** per unit maintained
- Like for like net property income growth of **8.0%**
- Portfolio occupancy of **96%**
- Earnings<sup>1</sup> per unit growth of **5.7%**
- Successfully raised **\$414.5 million** of new equity
- Maintained look through debt of **35%**

1. Based on net operating income which excludes fair value movements on investment properties, financial instruments, FX and other non-cash items.

# Fund snapshot

	<b>Dec 2008</b>	<b>Dec 2007</b>
Total assets (look through)	<b>\$4.1b</b>	\$3.9b
Net operating income	<b>\$72.2m</b>	\$64.7m
Net operating income per unit	<b>5.6c</b>	5.3c
Distributions per unit	<b>5.4c</b>	5.35c
Net asset value (per unit)	<b>\$1.30</b>	\$1.80

# Look through debt (% of total assets)



1. Relates to net US\$ debt repaid

# Debt facilities (at 31 Dec 08)

Facility Type	Limit A\$	Drawn A\$ (look through)	Undrawn A\$	Maturity Date
Unsecured syndicated facility:				
Tranche A	\$570m	\$532m	\$38m	Jun-10
Tranche B	\$855m	\$314m	\$541m	Jun-12
Property level loans	\$499m	\$493m	\$6m	Jun 11 – Nov 17
<b>Total/weighted average</b>	<b>\$1,924m</b>	<b>\$1,339m</b>	<b>\$585m</b>	<b>4.3 years<sup>1</sup></b>

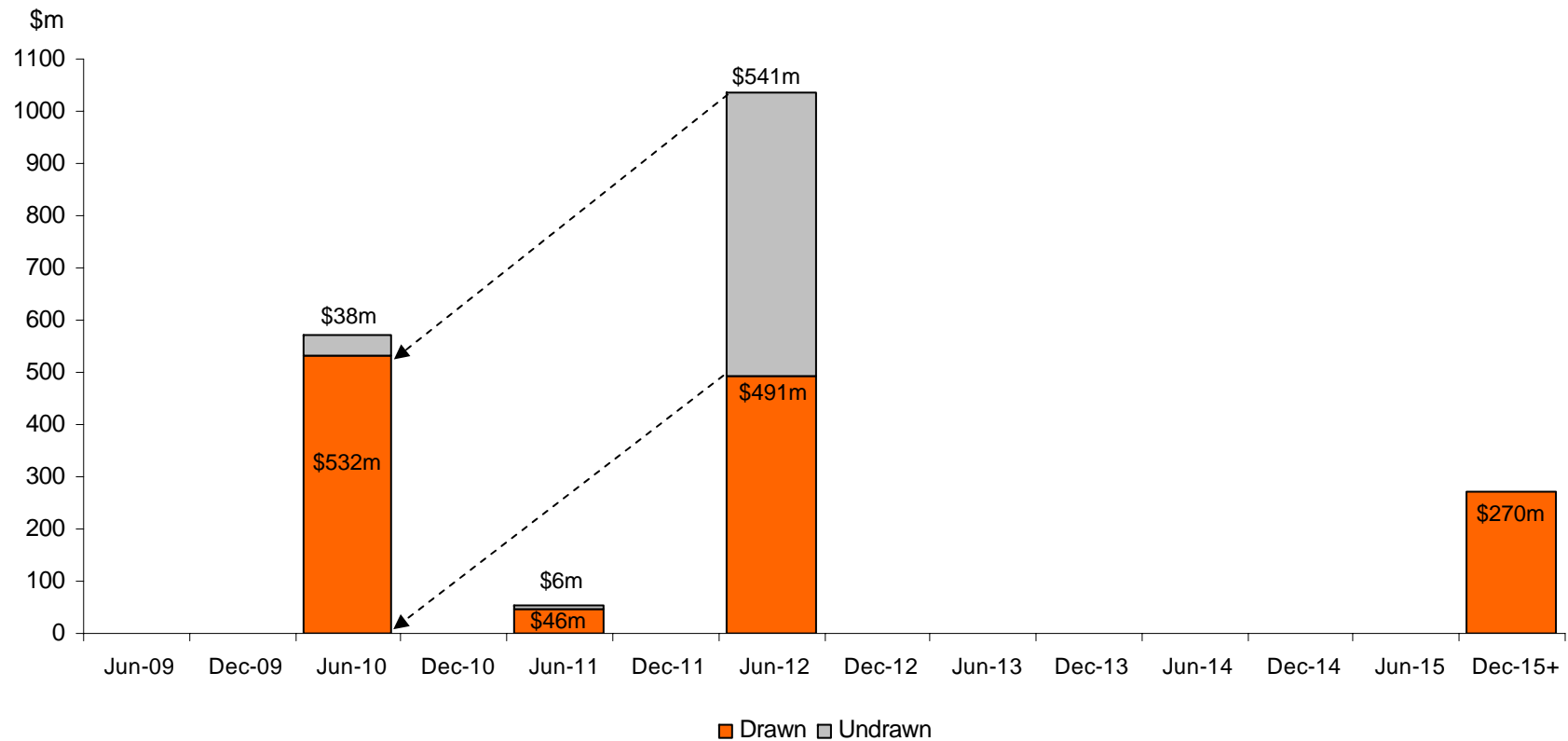
Based on US\$0.7048 & €0.5029 & excludes DOF

1. Assumes Tranche A is repaid by Tranche B





# Debt maturity profile

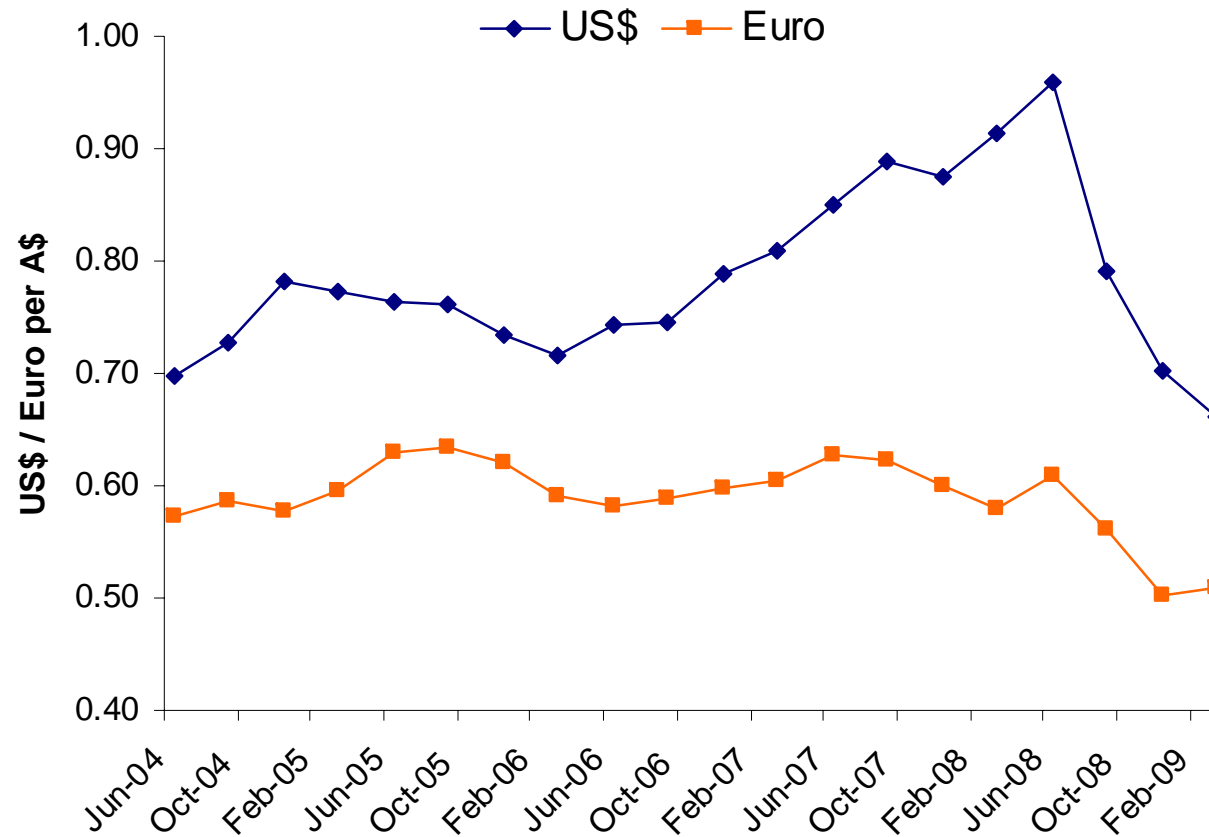


- Undrawn Jun 12 tranche will be used to fund Jun 10 tranche of same facility

Based on US\$0.7048 & €0.5029 & excludes DOF



# Foreign currency exchange rates



# Covenant gearing sensitivity (Total liabilities to total assets)

	Actual Dec-08	Proforma Jan-09	<u>Possible asset value reduction</u>		
			-7%	-10%	-13%
<b>A\$ depreciation (US\$ &amp; €) sensitivity<sup>2</sup></b>					
<b>0%</b>	43.8%	42.4% <sup>1</sup>	45.3%	46.5%	47.8%
<b>(5%)</b>	-	43.2%	46.1%	47.4%	48.7%
<b>(10%)</b>	-	44.0%	47.0%	48.3%	49.6%
<b>(15%)</b>	-	44.9%	47.9%	49.2%	50.6%

- Total liabilities includes: debt, fair value of derivatives and financial instruments, provision for tax, provision for distribution
- IOF can withstand material negative valuations and FX movements

Note: Covenant gearing = Look through total liabilities divided by look through total assets

1. Proforma including additional \$46.2 million received in Jan 2009 through retail entitlement offer and surplus cash used to repay debt

2. Based on FX rates used at 31 Dec 08 US\$0.7048 / €0.5029

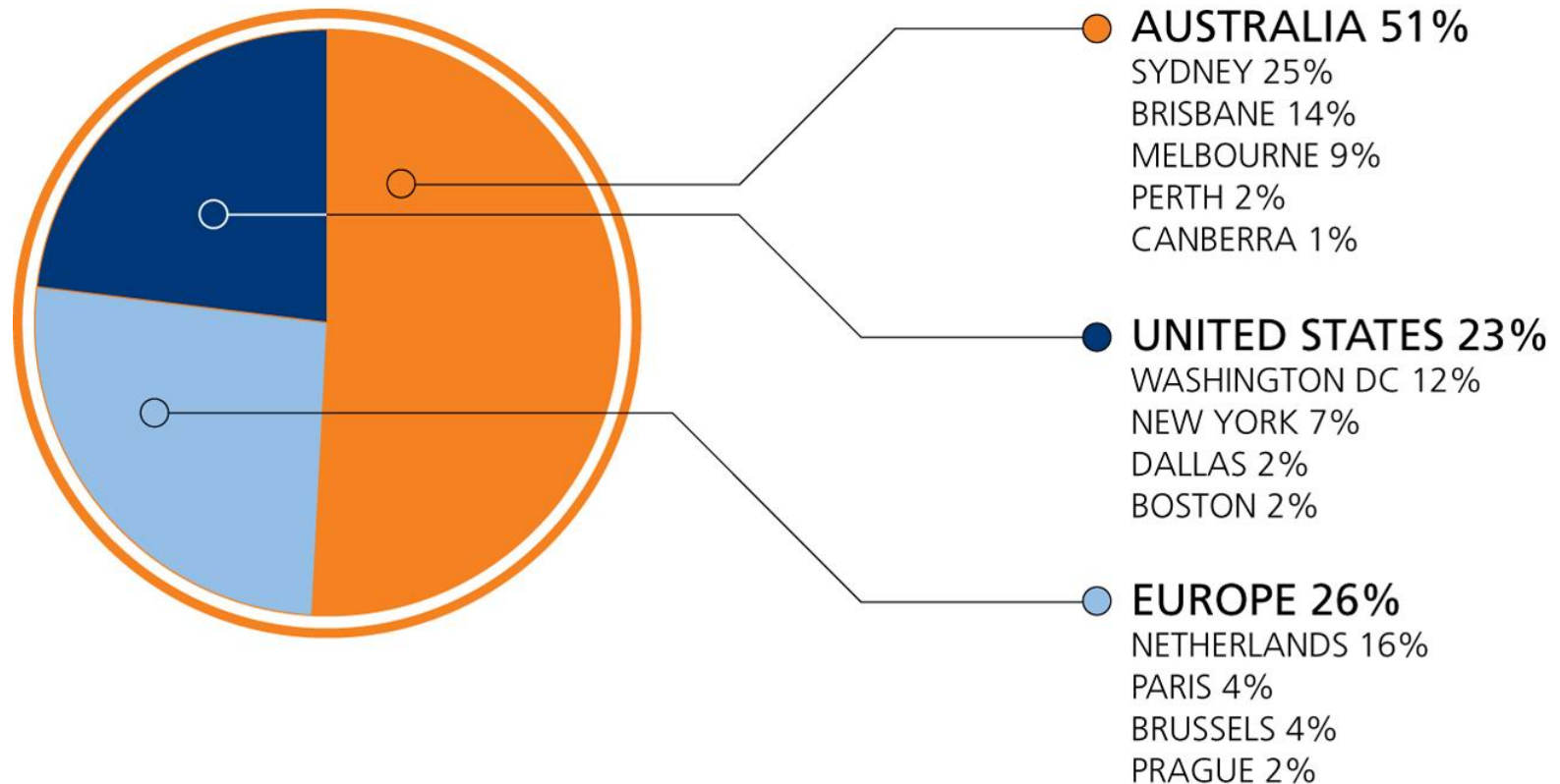


# Property revaluations

	Australia	US	Europe	Total
<b>Total valuation results</b>				
Dec-08 weighted ave. cap rate	7.2%	6.9%	5.8%	<b>6.8%</b>
Cap rate change from Jun-08 (bps)	+ 40	+ 100	+10	<b>+50</b>
Asset value change	(3.0%)	(15.3%)	(4.9%)	<b>(6.6%)</b>

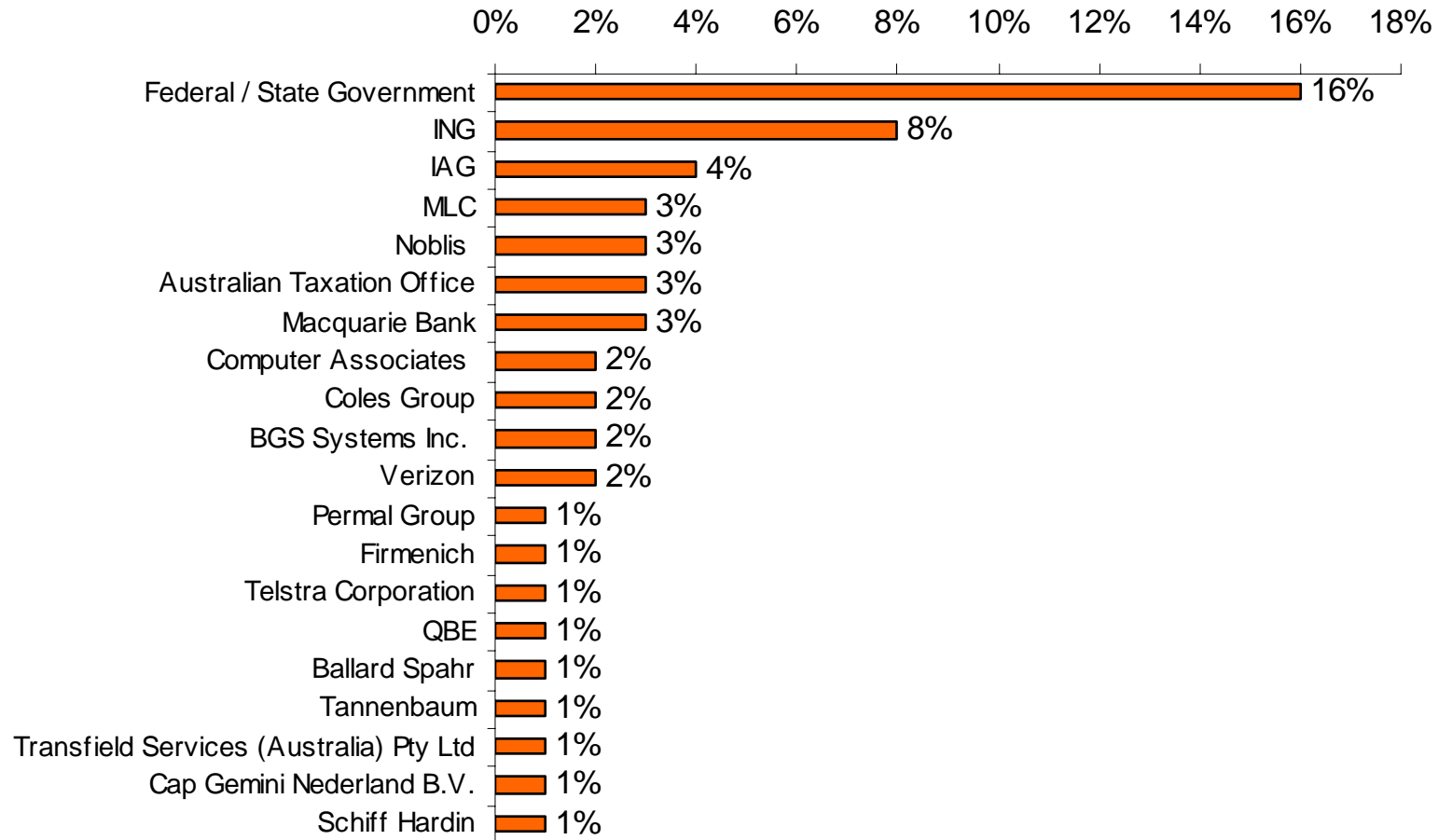
- Dec '08 cap rate of 6.8% reflects over 100 bpts movement from market peak in '07

# Geographic diversity (By region)



- IOF's portfolio is majority weighted to Australia and core office markets globally

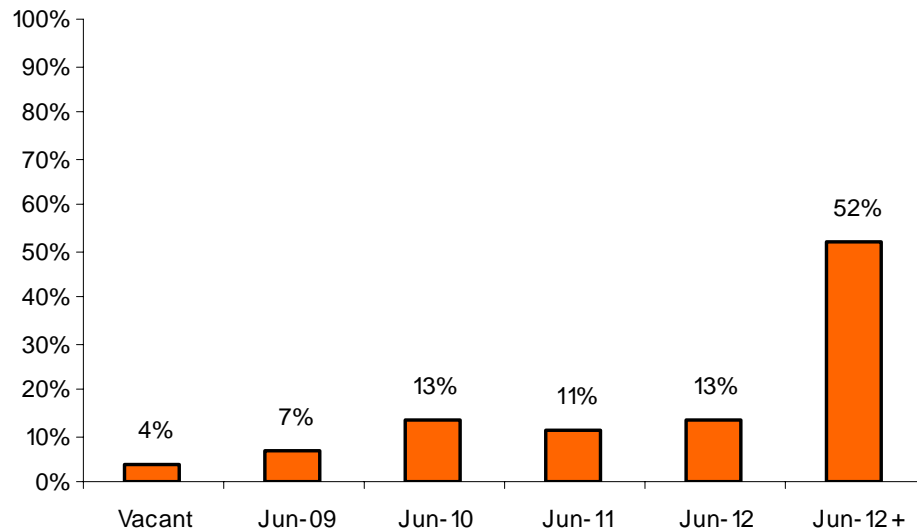
# Top tenants (By income)



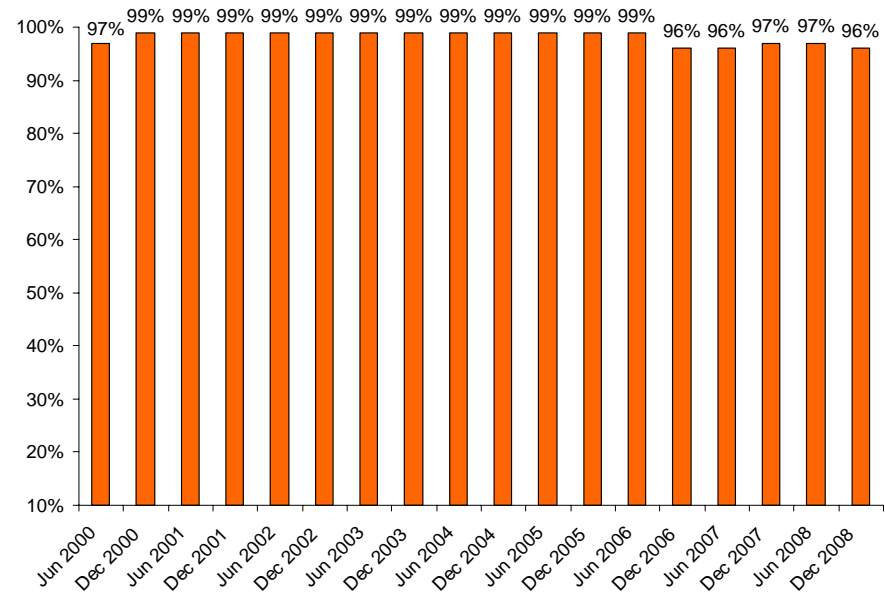
- Government and blue-chip tenants represent 57% of IOF's income

# Portfolio lease expiry & occupancy profile

*IOF portfolio lease expiry profile*



*IOF historic occupancy rates*



- Long average lease expiry of approximately 5 years
- Consistently high occupancy rates

# Objectives

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- Debt and covenant gearing management:
  - Defer and minimise capital expenditure where appropriate
  - Selective asset sales, where prudent and possible
  - Continued operation of DRP
  - Review terms of syndicated debt facility
- Protect earnings
  - Focus on tenant retention and maximising occupancy levels
  - Proactive leasing of vacant space and major expiries



# Summary

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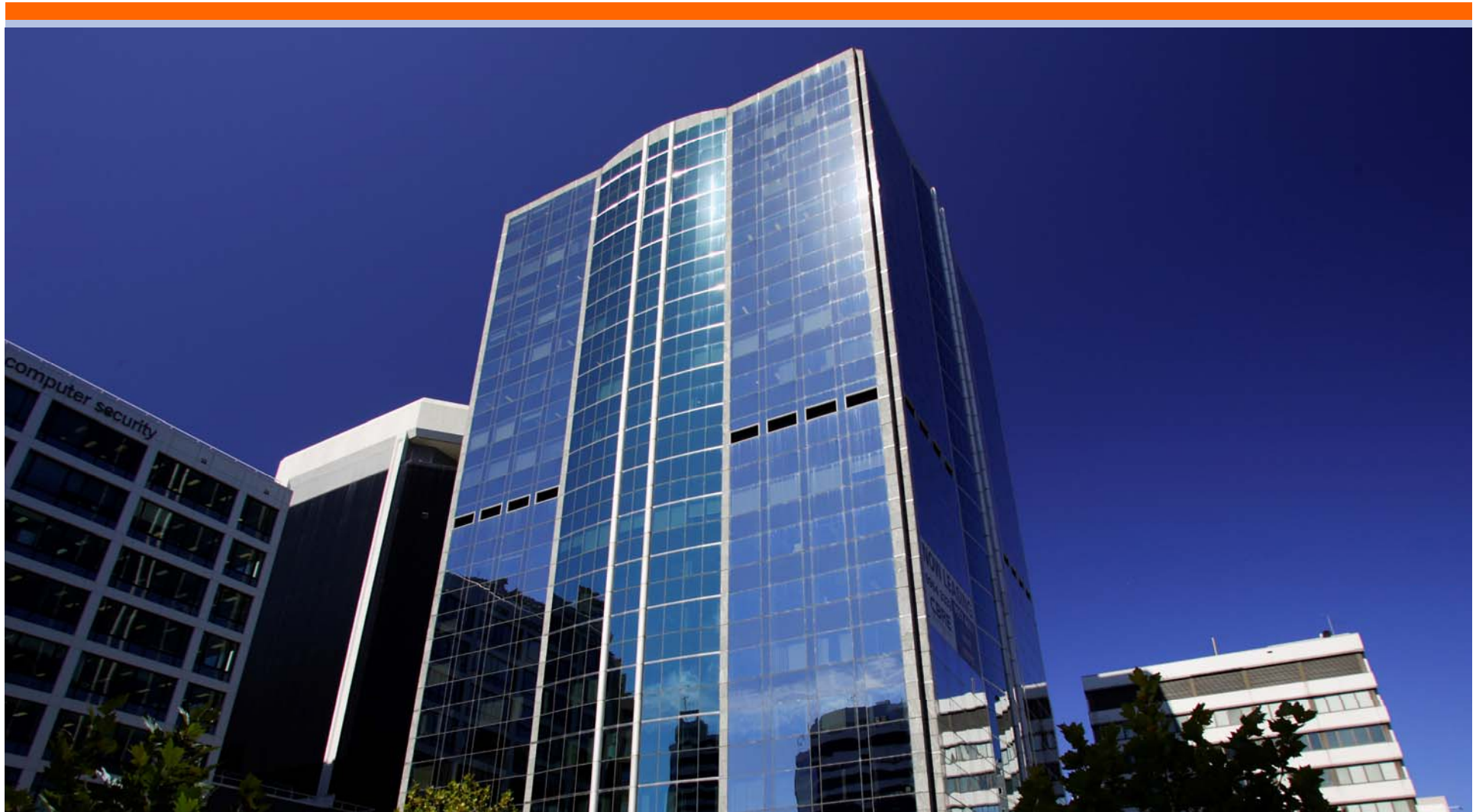
- Difficult debt and capital market environment to persist throughout 2009
- IOF's operating earnings remain resilient
- FX sensitivity on bank covenant gearing mitigated
- Managing gearing and maintaining a strong balance sheet is a key focus
- On track to meet DPU guidance of 4.25cpu for the second half of FY09  
subject to prevailing market conditions

# Resolution One - Frequently asked questions

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- Given the Fund isn't planning to raise capital in the next 12 months, why do you want to ratify the placement?
- What impact will ratifying the placement have on distributions?
- What will happen if the placement is not ratified?

# Formal business



*111 Pacific Hwy, North Sydney NSW*



# Resolution One

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*“That the issue of 187,500,000 units to institutional investors at an issue price of \$0.80 per new unit on 23 December 2008 is ratified and approved.”*

- Benefits of approval:
  - Gives the Fund additional flexibility to raise equity if and when necessary
  - Appropriate to have all contingencies available in current uncertain financial environment

# Thank you

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**A copy of this presentation will be made available on**

**[www.ingrealestate.com.au](http://www.ingrealestate.com.au)**

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